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To whom it may concern

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### Financial Overview for the First Quarter of FY08/18

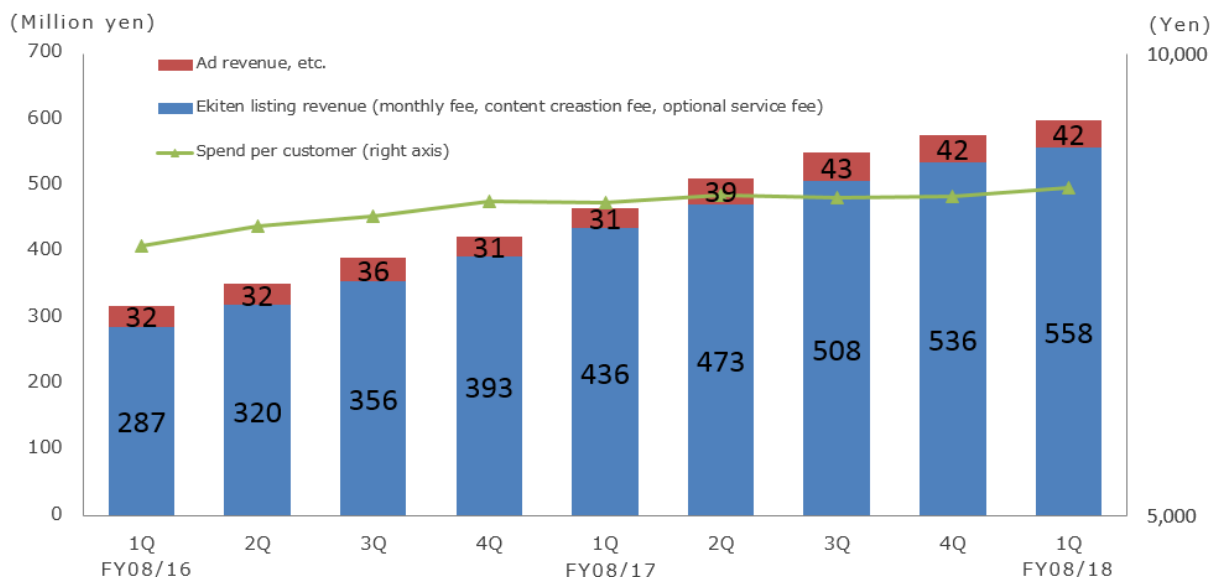
DesignOne Japan, Inc. announces its financial overview for the first quarter of the fiscal year ending August 2018 (Sep. 1, 2017 – Aug. 31, 2018) as follows.

#### 1. Net sales for 1Q were 600 million yen, recording an all-time high

Quarterly sales achieved an all-time high of 600 million yen, increased by 3.8% from the fourth quarter of the previous fiscal year. This was thanks to the growth in the number of paid listing stores and option-using stores.

Operating income for the first quarter was 149 million yen, decreased by 22.0% from the fourth quarter of the previous fiscal year, and the operating margin was 24.9%, decreased by 8.2 points from the fourth quarter of previous fiscal year. The main reason was a rise in SG&A expenses due to the headquarter relocation-related expenses (equipment costs and rents).

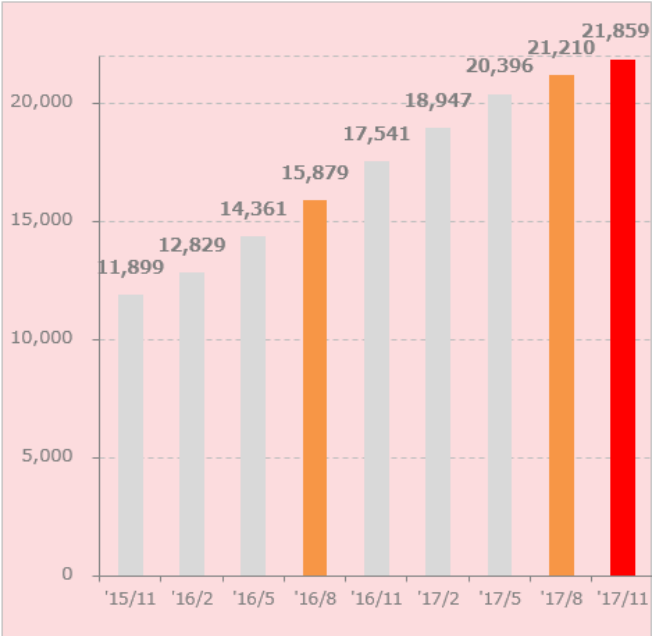
#### Breakdown of quarterly sales



**2. Number of paid listing stores increased by 649 in 1Q**

While we focused on improving our media capabilities, the number of orders steadily increased as a result of expanding sales channels (making phone calls and direct mailing to general member stores), but the pace of growth has been slowed due to the cancellation of short-term contract plans. As a result, the number of stores increased by 649 in the first quarter to 21,859.

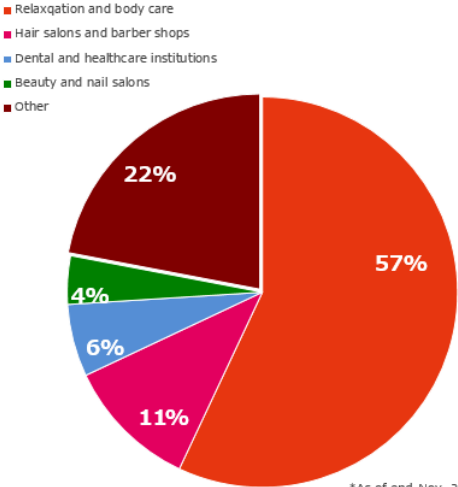
Changes in the number of paid listing stores



**3. Consistently increasing the breadth of coverage of paid listing store categories**

The media capabilities of the “Ekiten” business continued to increase along with growth in the number of paid listing stores and free listing stores. As a result, the company has steadily cultivated more stores other than the mainstay relaxation category.

Ekiten Paid listing categories



\*As of end-Nov. 2017

Composition of quarterly new orders by category

